

Paul Gilbert, Gary Herschman Quoted in "Hospital, Physician Group Deals Dominate in April"

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Paul D. Gilbert and **Gary W. Herschman**, Members of the Firm, in the Health Care and Life Sciences practice, in the firm's Nashville and Newark offices, respectively, were quoted in *Bloomberg Health Law & Business*, in "Hospital, Physician Group Deals Dominate in April," by Mary Anne Pazanowski.

Following is an excerpt:

Hospital and health system consolidation and physician practice acquisitions dominated a very busy April in the health-care industry transactions landscape. ...

A few new industry trends are emerging, even as old ones still are going strong. Gary W. Herschman, of Epstein Becker & Green in Newark, N.J., told *Bloomberg Law* there is a "budding trend of major health-care industry players seeking to dominate multiple sectors throughout the outpatient health-care continuum." These players, through this consolidation, will be able to "better coordinate and control the quality and cost effectiveness of health-care services to patients," he said. ...

"Telehealth, retail clinics, and physician practices allow" expansion along the outpatient continuum "to happen on the 'front end' of illnesses and treatments," Herschman said, "but home health services are key to managing care following surgery and hospital stays." Other big health-care companies focusing on outpatient services may make similar strategic acquisitions in the

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future, he said.

Consolidation in the addiction treatment sector is an emerging trend, Paul D. Gilbert, a member of Epstein Becker & Green in Nashville, Tenn., told *Bloomberg Law*. Though movement in the sector already has started, it still is “on the front end.” Gilbert attributes this, in part, to the sector’s “extraordinarily fragmented state.” He expects the “‘best in class’ providers to consolidate and scale relatively quickly to meet the overwhelming need for effective and lasting addiction treatments,” once the “leading providers develop and prove the long-term efficiency of addiction treatment protocols.”